

Message Text

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PAGE 01 BONN 06977 221700Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----230612Z 073097 /20

R 221630Z APR 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 7612
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL MUNICH

UNCLAS BONN 06977

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - BOWER INDUSTRIES, INC., ORANGE,
CA.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

FISCHER-JUNG KG
POSTFACH 926
4150 KREFELD
PHONE: 02151 - 37037
ABG
ALLGEMEINE BAUMASCHINEN-GESELLSCHAFT
GERHARD POTTKAEMPER KG
-STRASSENBAUMASCHINEN-
TEUTONENSTR. 71A
8500 NUERNBERG
CONTACT: FRAU HAFRANKE
PHONE: 0911 - 60 20 26
COMMENT: THIS FIRM INDICATED TENTATIVE INTEREST IN
SUBJECT PROPOSAL. FINAL DECISION CAN ONLY BE MADE
AFTER MORE CAREFUL REVIEW OF SALES LITERATURE THROUGH
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PAGE 02 BONN 06977 221700Z

MANAGER OF FIRM WHO IS ABROAD AT THE PRESENT TIME.
FIRM DISTRIBUTES, REPAIRS AND MAINTAINS CONSTRUCTION
MACHINERY, ASPHALT PAVER MACHINES, ETC. THE FIRM
WAS ESTABLISHED IN 1945, EMPLOYS 25 IN NUERNBERG.
FRAU HAFRANKE WANTS MORE DETAILED INFORMATION AND
PRICE LIST.

AMCONSUL FRANKFURT PROVIDED THE FOLLOWING COMMENT:

ACCORDING TO RELIABLE TRADE SOURCES, THE MOST COST-EFFECTIVE AND PROFITABLE METHOD FOR THE US COMPANY TO DO BUSINESS IN WEST GERMANY WITH ITS EXTENSION EQUIPMENT FOR ASPHALT PAVING MACHINES IS DIRECTLY WITH AND THROUGH ORIGINAL EQUIPMENT MANUFACTURERS OF ASPHALT PAVING MACHINERY SINCE THERE EXIST ONLY THREE SUCH COMPANIES (NONE OF THEM IN FRANKFURT CONSULAR DISTRICT). THEY ARE (IN ORDER OF IMPORTANCE):

1. JOSEF VOEGELE AG
POSTFACH 2525
6800 MANNHEIM 1

2. ABG WERKE GMBH
POSTFACH 647
3250 HAMELN

3. DEMAG BAUMASCHINEN GMBH
POSTFACH 180180
4000 DUESSELDORF-BENRATH.

THE US FIRM SHOULD FEEL FREE TO CONTACT EITHER OF THESE GERMAN COMPANIES DIRECTLY WITH A VIEW TO EXPLORING THE FEASIBILITY OF A LICENSE, OR THROUGH ASSEMBLY AND/OR DIRECT DISTRIBUTORSHIP CONTRACTS.

A SUITABLE DIRECT WORKING RELATIONSHIP WITH ANY
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PAGE 03 BONN 06977 221700Z

SUCH GERMAN ORIGINAL EQUIPMENT MANUFACTURING COMPANY OFFERS THE ADVANTAGE OF OBTAINING EFFICIENT ASSISTANCE TO MEET AND FOLLOW THROUGH THE VARIOUS STRINGENT GERMAN INDUSTRIAL AND SAFETY STANDARDS, REQUIREMENTS, AND PERTINENT MATERIAL AND PERFORMANCE TESTS.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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Message Attributes

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Sent Date: 22-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Subject: ADS REQUEST - BOWER INDUSTRIES, INC., ORANGE, CA. DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/903230a1-c288-dd11-92da-001cc4696bcc
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